

**PORT OF SOUTH LOUISIANA
REGULAR COMMISSION MEETING
WEDNESDAY, APRIL 17, 2019
ADMINISTRATION BUILDING
LAPLACE, LOUISIANA
5:00 P.M.**

1. CALL TO ORDER.....PAUL ROBICHAUX
2. ROLL CALL.....PAUL ROBICHAUX
3. PLEDGE OF ALLEGIANCE.....PAT SELLARS
4. APPROVAL OF MINUTES PAUL ROBICHAUX
March 13, 2019
5. FINANCIAL REPORTJOEY MURRAY
February 28, 2019
6. DIRECTOR'S REPORT..... PAUL G. AUCOIN
7. NEW BUSINESS
 - A. CONSIDER 2019-2020 BUDGET
 - B. CONSIDER 2019-2020 INSURANCE RENEWALS
 - C. CONSIDER RENEWAL OF LEGISLATIVE, GOVERNMENTAL,
CONSULTING AND PUBLIC RELATIONS AGREEMENT WITH
TOP DRAWER AND FOCUS STRATEGIES
 - D. CONSIDER EAST AND WEST CROSSINGS CHANGE ORDER NO. 1
- FINAL QUANTITY ADJUSTMENTS
8. COMMITTEES' REPORT
9. ADJOURNMENT
CALLED PURSUANT TO ARTICLE II OF THE PSL BY-LAWS

America's Largest Tonnage Port

**A REGULAR MEETING OF THE PORT OF SOUTH LOUISIANA
COMMISSION HELD AT THE PORT OF SOUTH LOUISIANA ADMINISTRATION
BUILDING ON WEDNESDAY, APRIL 17, 2019**

ITEM 1-CALL TO ORDER

President Paul Robichaux called the Meeting to order at 5:00 p.m.

ITEM 2-ROLL CALL

| | |
|----------------|-----------------------|
| Vickie Clark | Mr. Bazile |
| Mr. Bazile | Here. |
| Vickie Clark | Ms. Songy |
| Judy Songy | Here. |
| Vickie Clark | Mr. Murray |
| Mr. Murray | Here. |
| Vickie Clark | Mr. Scontrino; Absent |
| | Mr. Hickerson |
| Mr. Hickerson | Here. |
| Vickie Clark | Mr. Sellars |
| Mr. Sellars | Here. |
| Vickie Clark | Mr. Buckwalter |
| Mr. Buckwalter | Here. |
| Vickie Clark | Mr. Roussel; Absent |
| | Mr. Robichaux |
| Mr. Robichaux | Here. |

ITEM 3. PLEDGE OF ALLEGIANCE

Commissioner Sellars led the Pledge of Allegiance.

ITEM 4. APPROVAL OF MINUTES –MARCH 13, 2019

A Motion was offered by Mr. Murray and seconded by Ms. Songy that the Minutes from the Regular Commission Meeting held on March 13, 2019 be approved.

YEAS Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars

NAYS None

ABSTAIN None

ABSENT Joseph Scontrino, III, Robert Roussel

ITEM 5. FINANCIAL REPORT- February 28, 2019

Mr. Robichaux Mr. Murray our financial report, please ?

Mr. Murray Your financial report is in the compendium along with all of the bills with the financial information. Also, I want to report to the Commission that we had a Finance Committee Meeting prior to this meeting where we took into the consideration of the 2019 – 2020 Budget and it is being recommended to the Commission that it approve and it will come up later on in the meeting. In the meanwhile, unless anyone has any questions for Grant or myself, I would make a motion that we approve the payments of those for February 2019.

A Motion was offered by Mr. Murray and seconded by Mr. Hickerson that the February 28, 2019. Financial Report be approved and that the payment of bills be ratified.

YEAS Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars

NAYS None

ABSTAIN None

ABSENT Joseph Scontrino, III, Robert Roussel

- Mr. Robichaux Do you want to do the approval of the Budget?
- Mr. Murray Oh yes, Mr. Robichaux, the finance committee had a meeting today where we reviewed the 2019-2020 Budget. A recommendation was made a unanimous vote to recommend to the commission the approval of the Budget.
- Mr. Aucoin I just want to thank Grant and his team for putting together the budget together, good job Grant, and thank you.
- Mr. Robichaux I went a little out of line with Item A. New Business.

A Motion was offered by Mr. Murray and seconded by Mr. Buckwalter that Port of South Louisiana 2019 – 2020 Budget be approved.

- YEAS** Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars
- NAYS** None
- ABSTAIN** None
- ABSENT** Joseph Scontrino, III, Robert Roussel

ITEM 6. DIRECTOR'S REPORT

- Mr. Aucoin The Port received six (6) vessels and forty-eight (48) barges handling rice, bauxite, garnet sand and alumni at our General Cargo Dock during the month of March.
- In March 22 barges arrived at our Bulk dock.
- Vessel count -January through March, 2019, 991 vessels as compared to January through March, 2018, 1048 vessels; 57 less vessels dues in large part to high water.
- Barge count in Port District- January through March, 2019,14,737 barges as compared to January through March, 2018, 14,770 barges
- 33 less barges this year compared to last year.

TRUCK TRAFFIC AT GLOBALPLEX- 2356 trucks at Globalplex

SECURITY/OPERATIONS: On April 2, a dump truck hauling from Nucor to Globalplex emptied the load at the Holcim pad and did not lower his bed before driving to the gate. The dump bed took down power lines from Building 71 and two power poles. No injuries were reported.

On April 7, at approximately midnight gunshots were fired in the direction of a barge fleeting area and fleet tug in the vicinity of Mile Marker 115. The Port and St. Charles Sheriff's Office have increased patrols of the levee in this area.

ADMINISTRATION BUILDING (Capital Outlay \$9.6M): We continue to hold meetings with the design team for our Administration Building. Poncho will be calling a Construction Committee Meeting to view the renderings of the Business Development Center. We are still waiting for the approval from Facility Planning and Control before we can proceed with the project. I put in a call to Mark Moses today and because of the session ,he couldn't take the call nor return the call at this point.

BUILDING 71 – (HOLCIM LAFARGE) (Capital Outlay \$2.8M) : The pre-construction meeting was held on site April 3rd and the Notice to Proceed for construction was issued on April 8th. The Contractor has mobilized their job trailer to the site and has begun demolition of existing wall panels and deteriorated framing members.

GENERAL CARGO DOCK RETROFITTING PROJECT & CRANE PROJECT (\$18.7M combined): Final documents for the General Cargo Dock Retrofitting Project and Crane Project were recently submitted for LADOTD Port Priority review and approval. We will begin advertising for bids once we receive approval.

BUILDING 11 – LEASED BY CRC (Capital Outlay): We are currently advertising for bids for the repairs to the roof, walls and floors of Building 11 (currently leased by CRC). The bid opening for this project is May 7.

ST. CHARLES RAIL YARD PROJECT : We are currently advertising for bids for the St. Charles Rail Yard Project. The Pre-bid conference was held at the Solaport office on April 2nd and the bid opening date has been moved to April 25.

AIRPORT STATISTICS

Total number of aircraft take-off and landings: 900

Total Fuel sales revenues: \$11,537

T-Hangar 10 Unit Project: We are currently advertising for the Airport T-Hangar project. Bids will be opened on May 1. Completion of the project is expected by October, 2019. The Port is reaching out to aircraft owners that have expressed an interest in leasing a T-Hangar.

Runway Resurfacing (\$1.7M): The planning for the runway resurfacing project is under review by the FAA's regional airport office in Fort Worth. The Construction is expected to be underway in August, 2019.

Monthly Airport Fly-In: A monthly fly-in will be hosted at the airport every 4th Saturday of the month. This month's event will be held on Saturday, April 27th and will promote the return of a flight school, Southern Aviators, to our airport.

A press release for Southern Aviators operating at the PSL Executive Regional Airport was recently released. This is a flight training operation run by Quintin Wilson. Southern Aviators will service students who want to learn to fly or advance their aviation ratings and careers.

MISCELLANEOUS

I participated on an Infrastructure panel at the Louisiana Mid-Continent Oil & Gas Association forum on March 14th. The panel also included Dr. Shawn Wilson (LADOTD), Chett Chiasson (Port Fourchon), Tommy Faucheux (DOW), and Bill Rase (Port of Lake Charles).

Vince and I attended the Port Priority and Airport Priority Hearing at the State Capital on March 26th. The follow-up meeting to the hearing with the Joint Transportation Committee was held at the State Capital on April 8th, the 1st day of the Legislative Session. Which I might mention we have in our district 3 members in that Joint Committee Senator Gary Smith Jr., Representor Ken Brass, and Senator Ed Price. Roy and I attended that meeting.

The St James Economic Development Board Meeting and St. James Business & Industry Meeting was held on March 27th. Commissioners Stanley Bazile and Poncho Roussel attended as well as Dale, Roy and myself. Poncho cooked for the event.

Big River Coalition held a Board Meeting on Friday, March 29.

Roy and I attended the bi-monthly World Trade Center Transportation Committee Meeting on April 1st.

A Director's Meeting was held on April 3rd at the Guesthouse.

The River Parish Industry Appreciation Breakfast (hosted by the Port and three parishes) was held at Oak Alley on April 4. Roy, Dale, Linda, Alex and I represented the Port. Secretary Don Pierson was the guest speaker.

Commissioner Whitney Hickerson conducted an Insurance Committee meeting on April 8th. This meeting was to discuss the recommendations made by Eustis Insurance for our Insurance coverage for the upcoming year.

Commissioner Stanley Bazile along with Dale, Roy, Vickie Patti and myself attended the PAL Conference in Opelousas April 9-10.

Drew Tessier with Union Pacific asked me to sit at his table with Lance Fritz, Chairman & CEO of Union Pacific at their table at a Transportation Infrastructure Conference. Governor Edwards also spoke at the event.

I attended a meeting at Regions Bank with Senator Cassidy this meeting was coordinated by Regions Bank.

Linda coordinated meetings with Louisiana Economic Development hosting a Chinese group today. We had lunch at Oak Alley.

The Engineering reports can be seen on your surface tablets.

Unless there are any questions, that completes my report. Thank you Mr. President.

Mr. Robichaux Any other questions or comments on our Executive Director's report? If not we will move on to New Business.

ITEM 7. NEW BUSINESS

ITEM 7A. CONSIDER 2019-2020 BUDGET

Mr. Robichaux It has been adopted already about 7 minutes now. If anybody would have any further comment about our Budget for 2019- 2020 year, we still welcome any comments you have...

ITEM 7B. CONSIDER 2019-2020 INSURANCE RENEWALS

Mr. Aucoin Thank you President Robichaux. The Insurance Committee met on April 8th to discuss the recommendations made by Denise Dauth with Eustis Insurance. I want to thank Denise for her thorough review of our proposals and Cindy and Lana for working with Denise on our Insurance renewal process. Commissioner

Hickerson will advise the Commission on the decision made at the Insurance Committee Meeting.

Mr. Hickerson Ok, we did meet as Paul said on April 8th and our Consultant Ms. Denise conducted the meeting and all of the commissioners have a spreadsheet included in their packet and we went over all of the renewals that was up for consideration and the recommendation were made. We have a saving of about \$9,405.00 in addition to the \$9,000 the LWCC payments of \$12, 455.00 are not in yet, but we should have more by the time all of the renewals are done.

I ask the Commission to accept the recommendation of the Committee. If you have any questions that we can answer, Ms. Denise is here to answer our questions.

A Motion was offered by Mr. Bazile and seconded by Ms. Songy that the Port of South Louisiana Commission accepts the recommendation of the Insurance Committee as presented.

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|----------------|---|
| YEAS | Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars |
| NAYS | None |
| ABSTAIN | None |
| ABSENT | Joseph Scontrino, III, Robert Roussel |

ITEM 7C. CONSIDER RENEWAL OF LEGISLATIVE, GOVERNMENTAL, CONSULTING AND PUBLIC RELATIONS AGREEMENT WITH TOP DRAWER AND FOCUS STRATEGIES

Mr. Aucoin Mary Patricia Wray and Laura Veazy with Top Drawer Strategies and Focus Strategies have provided the Port governmental consulting services on the State level for the past three (3) years. I recommend approving this one-year agreement for \$7,500 per month. They do a good job for the Port.

A Motion was offered by Mr. Hickerson and seconded by Mr. Bazile that the Port of South Louisiana Commission authorizes the Executive Director, Paul G. Aucoin, to renew the Legislative, Governmental, Consulting and Public Relations Agreement with Top Drawer and Focus Strategies.

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| YEAS | Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars |
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NAYS None
ABSTAIN None
ABSENT Joseph Scontrino, III, Robert Roussel

ITEM 7D. CONSIDER EAST AND WEST CROSSINGS CHANGE ORDER NO. 1 – FINAL QUANTITY ADJUSTMENTS

Mr. Aucoin Thank you, President Robichaux. The Airport's East and West Canal Crossing project has been completed. A final change order for the project has been submitted by the Contractor and Engineer for final quantities used on the project for an increase of \$28,688.50. This Change Order will be covered under the grant. I recommend approving the Change Order.

A Motion was offered by Mr. Buckwalter and seconded by Mr. Murray that the Port of South Louisiana Commission authorizes the Executive Director to execute the Change Order in the amount of \$28,688.50.

YEAS Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars
NAYS None
ABSTAIN None
ABSENT Joseph Scontrino, III, Robert Roussel

AMEND AGENDA

Mr. Robichaux We need a Motion to add an Item to the Agenda. This is result of our Security Committee Meeting and that is to: Consider the Maritime Security Operations Center Continued Sustainment of Existing System Project.

A Motion was offered by Mr. Murray and seconded by Ms. Songy that the Rules be Suspended and that Item 7F. Consider the Maritime Security Operations Center Continued Sustainment of Existing System Project be added.

YEAS Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars
NAYS None
ABSTAIN None

ABSENT Joseph Scontrino, III, Robert Roussel

**ITEM 7F. CONSIDER THE MARITIME SECURITY OPERATIONS CENTER
CONTINUED SUSTAINMENT OF EXISTING SYSTEM PROJECT**

Mr. Aucoin Thank you, President Robichaux. The Port received three (3) completed questionnaires for the Request for Qualifications that was advertised for thirty (30) days. When the Request for Proposals were issued the Port received only two (2). The Inhouse Committee consisting of Brian Cox, Dale Hymel, Cindy Martin and Vickie Lewis Clark met to discuss the two (2) proposals. The Committee recommends the Port contract with Intelligent Transportation Systems are ITS for the continued sustainment of existing maritime security system.

The Contractor will be paid from the Department of Homeland Security funding from 2017; They will pay 75% and the Port responsibility is 25%. The total of the agreement is \$466,500 for a two-year period from September 1, 2018 to August 31, 2020. Department of Homeland Security federal share is \$349,875 with the Port share being \$116, 625.00. I recommend approving this recommendation from our Committee.

A Motion was offered by Mr. Murray and seconded by Mr. Buckwalter that the Port of South Louisiana Commission authorizes the Executive Director to execute a contract with Intelligent Transportation Systems.

YEAS Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars

NAYS None

ABSTAIN None

ABSENT Joseph Scontrino, III, Robert Roussel

ITEM 8. COMMITTEE REPORTS

Mr. Robichaux Any updates on our committees?

Mr. Murray I want everyone to know I will be calling an airport committee meeting for Monday, May 13th. Thats going to coincide with the opening of the bids for the T hangers on May 1st and we will also

take into consideration the project the committee has been working on this whole time, it is called the Fuel Fest Project, for the tenants who has been on the site for a good while. My plan is to have it sometime Monday afternoon ...the week before that I am out of town, so I won't be able to it before that. I am letting everyone know I won't be able to do it before that.....I may have to do it a different day but I want to do it before the next Commission Meeting.

- Mr. Robichaux Mr. Hickerson, anything else on Insurance? Judy anything on Port Property Development
- Ms. Songy No, I am waiting on more information and I have been trying to reach the owners of the property near Union Carbide, but I haven't been able to reach them. They are not answering the cell or the business phone, so I'm not sure what that's about but I'll continue to try.
- Mr. Murray I have one question, in Mr. Aucoin's report he talks about a shooting at mile maker 115 is that the East bank or the West bank?
- Mr. Millett They had two of them, same company. One was in Plaquemines right near the Port of Baton Rouge actually, its right near Dow Plaquemines, so that is right descending back. The first one they actually received one of the bullets from the tugboat. The second one was mile marker 115. 115 is right before Cornerstone...west bank of St. Charles, right descending bank. Its on going.....


ITEM 9. ADJOURNMENT


A Motion was offered by Ms. Murray and seconded by Ms. Songy that the Meeting be adjourned.

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|----------------|---|
| YEAS | Stanley Bazile, Judy Songy, D. Paul Robichaux, P. Joey Murray, Whitney Hickerson, Kelly Buckwalter, Patrick Sellars |
| NAYS | None |
| ABSTAIN | None |

ABSENT Joseph Scontrino, III, Robert Roussel

The meeting adjourned at 5:18 p.m.


Stanley C. Bazile
Secretary


D. Paul Robichaux
President

**Port of South Louisiana
Notes for Proposed
2019 – 2020 Budget**

To: Commissioners
From: Grant Fauchoux
Date: April 17, 2019

[Budget Notes]

1. Dockage income is derived from the Port owned facilities. This budget item was increased this year based on actual dockage received by ADM.
2. Harbor fee income is derived from harbor fees which is a set charge for vessels and barges. These fees are published in our tariff. It was increased a little based on this fiscal year activity.
3. Foreign trade zone income is derived from the eleven foreign trade zones the Port oversees. Twelve of the zones are \$13,000 per year, one is \$23,000 per year and one is inactive and is being charged \$2,500 per year.
4. This is for the rental agreement with ADM. Their new lease payment will be \$3,035,592 per year.
5. Security fee income is a set charge that is billed for vessels and ocean going barges. The budget is based on this year activity.
6. Miscellaneous income is from administrative fees, insurance proceeds, etc. This year we received money from Fema for some expenses related to past hurricanes.
7. Globalplex general cargo dock dockage is the agreement we have with Associated Terminals to share dockage on vessels. It decreased a little based on the actual dockage received this fiscal year.
8. Globalplex land rental is for renting rail spurs or any extra rental fees collected above our rental agreements. There was no activity in this account this past fiscal year.
9. Globalplex bulk dock revenue is based on the contract that we have with Holcim.
10. Water sales income is generated by water sales to ships at the dock.
11. Sugarcane revenue is from the Port share of revenue grown on Port owned land.
12. Rental income is for the warehouses and general cargo dock. The warehouses are SOLARPORT, building 2 (Associated), building 4 (Associated), building 3 (Associated), building 10 (Natco), building 20 (Baumer and Pinnacle), old Pepsi building (CRC), building

Port of South Louisiana
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- 76 (Evonik), laydown area (Associated) and the general cargo dock (Associated).
13. Rental Income for Plains All American Pipeline is a set amount based on the contract.
 14. Rental Income for Marathon (formely Pinoak) Terminals is a set amount based on the contract.
 15. Airport revenue is for the revenue the Port will be receiving for tie downs, hanger rentals and fuel sales.
 16. Reimbursement of utilities is when we bill back to the tenants the electricity bills, sewerage and water bills and gas bills that the Port has paid on that particular warehouse.
 17. Administrative expenses are for general expenses such as PAL meetings, civil service administration fee, legal and other reference books, administrative business lunches, employee rewards and recognition program and other Port related meetings.
 18. Auditing expense is for the annual fiscal audit and any other consulting charges related to financial issues.
 19. Bad debts expense is for write offs that may occur due to companies filing for bankruptcy.
 20. Bank fees are for any wires or other special request that we may have for the bank.
 21. Building services expenses is related to things like extermination, security monitoring, janitorial services, dumpsters, etc.
 22. Catering and vending machine expenses are for the airport vending machine and when clients request catering on their arrival to the airport.
 23. Computer expenses are for various software applications that cannot be classified as a capital expense. This line item increased this fiscal year because the Accounting department will have to purchase new accounting software. Our software is old and cannot be transferred to the new Windows software.
 24. Commissioner's meetings expense is related to the meetings and any other related expenses connected to the Commission meetings.
 25. Convention expenses are related to those expenses that are incurred while attending a conference or convention. These are such things as the AAPA conventions, Freight Forwarders, Gulf Ports Association, PAL, etc.
 26. Delivery charges are things like Federal Express, UPS, etc.
 27. Dues expense is related to membership fees for employees and Commissioners to belong to

**Port of South Louisiana
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various professional organizations.

28. Employee benefits are for retirement, health insurance, life insurance, dental insurance, etc.
29. Engineering fees expense is for engineering fees that cannot be capitalized through a capital project.
30. Equipment rental fees are related to equipment the Port rents during the normal course of business. This expense is for copier machines, fax machines, pumps, industrial equipment, etc.
31. Fuel expense is for the Port owned vehicles, vessels and the airport.
32. Insurance expense is for all of the Ports insurance policies.
33. Legal expenses are related to the contract we have for our Attorney and for any other legal fees that may be incurred.
34. Loss on disposition of assets is if we take an asset out of service before it is fully depreciated.
35. Maintenance and repairs barge and harbor craft is for the Port's marine operations division. This is for maintenance and repairs of the vessels and the barge house.
36. Maintenance and repairs buildings are for the main office and the finance office.
37. Maintenance and repairs communication equipment is for the sophisticated equipment aboard the PSL Responder and PSL Accardo.
38. Maintenance repairs office equipment is for all of the Port's computers, copiers, printers, etc.
39. Maintenance repairs vehicles is for all of the Port's vehicles.
40. Maintenance and repairs administrative is for all the Port's maintenance at Globalplex. This is for things such as grass cutting, weed spraying, maintaining roads and parking lots, drainage, rail inspections, scale inspections, etc.
41. Maintenance and repairs building #2 is for alarm monitoring and any other general repairs.
42. Maintenance and repairs building #3 is for alarm monitoring and any other general repairs.
43. Maintenance and repairs building #10 is for alarm monitoring and other repairs. We are expecting to have repairs on the roof, dock bays and some drainage repairs for the parking area.
44. Maintenance and repairs building #4 is for general repairs.

**Port of South Louisiana
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45. Maintenance and repairs building #19 is for the alarm monitoring and other repairs. This decreased this year because all the cement work was completed.
46. Maintenance and repairs building #20 is for such things as painting of the tanks, drainage repairs, etc.
47. Maintenance and repairs building #60 is for alarm monitoring and other general repairs.
48. Maintenance and repairs building #76 is for alarm monitoring and other general repairs.
49. Maintenance and repairs docks are for the crane repairs and dredging.
50. Maintenance and repairs guest house are for A/C and ductwork repairs, interior painting, alarm monitoring, shutter repairs, roof repairs, cleanings, etc.
51. Maintenance and repairs heavy equipment are for things like the backhoe, lawn equipment, generators, etc.
52. Maintenance and repairs Solarport is for the west bank house and property.
53. Maintenance repairs airport are for grass cutting, weather station equipment, fuel tanks, buildings, vehicles, fuel system, cleaning and grading ditches, security camera maintenance, etc.
54. Maintenance and repairs Pepsi building is for the warehouse we purchased. This increased due to roof and concrete repairs that need to be repaired. Some of these costs will be reimbursed from the State.
55. Maintenance & repairs MSOC building is for general repair items. There is a decrease in this category for maintenance of the camera system. We may get a security Grant for this maintenance but we will not know until later in the fiscal year.
56. Maintenance and repairs scale house and security trailer are for the scale house and trailer located at the river road entrance.
57. Management services are related to the runoff areas from where the waste ponds used to be. This is for contracts in place with Curtis Environmental. The contract is for monitoring the runoffs and for keeping the various EPA permits current.
58. Medical expenses are related to drug testing, wellness program, and insurance deductibles.
59. Mileage expenses are for employee mileage reimbursements when they use their private vehicles on Port business.
60. Miscellaneous expenses are for general items.

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61. Permits and license fees are for the waste water permits.
62. Port planning, promotion and development expenses consist of things such as advertising, industry appreciation, receptions, promotional items, travel, trade shows, co-op endeavor agreements, professional services for video production, Tri-Parish Econ. Development (RREDI), etc.
63. Port safety and security expenses are for security issues, outside guards at Globalplex, safety equipment, sheriff patrols, etc.
64. Postage expenses are everyday mailing expenses.
65. Printing expenses are for letterhead, business cards, etc.
66. Professional fees are for professional consultants such as Adams & Reese, Aux Initiatives, Advanced Concept Consulting, Eustis Insurance Consulting, McAllister & Quinn, Coe & Co., James Purpera, etc. There may be other professional consultants used for appraisals.
67. Publishing expenses are for publishing the official journal, request for proposals, etc.
68. Salaries are for employee wages.
69. Subscriptions are for things such as: Wall street journal, newspapers, Lloyd's register of vessels, Newsweek, accounting journal, and various other subscriptions.
70. Supplies expense is for office, copier, janitorial, harbor services, maintenance, etc.
71. Telephone and fax is for all telephone lines, fax machine lines, cell phones and internet lines.
72. Training is to send employees to various training seminars. Different employees go for different training. These training seminars consist of computer software, firefighting, security, civil service training and various other types of training.
73. Uniforms expenses are for the harbor services division, security personnel and maintenance personnel.
74. Utilities expenses are for the docks, warehouses, and all of the office buildings.
75. Depreciation expenses are for all the capital items the Port owns.
76. Interest earned on investments comes from certificates of deposits, Louisiana Asset Management Pool, Edward D. Jones, and interest from operation accounts.
77. Interest expense is derived from the interest on the \$8,000,000 revenue bonds to build the finger pier.

13

PORT OF SOUTH LOUISIANA
 Insurance Premium/Quote Comparison
 (2018-2019 Policy Period vs. 2019-2020 Policy Period Quotes)

| INSURANCE COVERAGE | PAGE NO. | AGENT | CARRIER | QUOTE 2019-2020 | PREMIUM 2018-2019 | INCREASE DECREASE |
|--|------------|------------|--|---------------------|---------------------|-------------------|
| FOREIGN LIABILITY | 4 | EAGAN | AIG WorldRisk | \$ 2,500.00 | \$ 2,500.00 | \$ - |
| AIRCRAFT/AIRPORT COVERAGE | 5 & 6 | McGRIFF | Ace Property and Casualty Insurance Company (CHUBB) \$2,500 Deductible | \$ 11,841.00 | \$ 9,117.00 | \$ 2,724.00 |
| AUTOMOBILE | 7 thru 10 | EAGAN | Houston Specialty Insurance | \$ 36,435.64 | \$ 31,130.00 | \$ 7,305.64 |
| FLOOD | 11 & 12 | EAGAN | NPIP - Selective Insurance Co. | \$ 46,341.00 | \$ 44,528.00 | \$ 1,813.00 |
| WORKERS' COMPENSATION | 13 | EAGAN | ILWCC (Premium does not include dividend credit of \$12,455) | \$ 27,705.00 | \$ 30,612.00 | \$ (2,909.00) |
| PUBLIC OFFICIALS - EPL | 14 | EAGAN | One Beacon-Homeland Insurance Co. of NY | \$ 15,779.93 | \$ 15,308.10 | \$ 471.83 |
| VESSEL/MARINE POLLUTION LIABILITY | 21 | AON | Star Indemnity & Liability Co./State National Ins. Co./Berkshire Hathaway Specialty Insurance w/TRIA | \$ 2,545.00 | \$ 2,545.00 | \$ - |
| THREE (3) YEAR TERM POLICIES APPROVED BY COMMISSION IN APRIL 2017 | | | | | | |
| ACCIDENT/HEALTH | 2 | EAGAN | Chubb (Policy expires April 2020) | \$ 4,353.00 | \$ 4,853.00 | \$ - |
| CRIME - 3RD PARTY CRIME - K & R | 3 | AON | Zurich-Crime/Hopeco-Kidnap & Ransom (Policy expires April 2020) | \$ 7,220.00 | \$ 7,220.00 | \$ - |
| PROPERTY - EQUIP. B&M | 15 thru 19 | McGRIFF | Lloyds of London Mparts Plus Program (Policy expires April 2020) | \$ 367,867.00 | \$ 367,867.00 | \$ - |
| HULL & MACHINERY and P & I | 15 thru 19 | McGRIFF | Included in Primary Property (Policy expires April 2020) | - | - | \$ - |
| EXCESS PROPERTY | 15 thru 19 | McGRIFF | MportsPlus (Policy expires April 2020) | \$ 91,369.00 | \$ 91,369.00 | \$ - |
| BUMBERSHOOT LIABILITY | 20 | McGRIFF | Lloyds (Policy expires April 2020) | \$ 12,451.00 | \$ 12,451.00 | \$ - |
| MARINE GENERAL LIABILITY | 15 thru 19 | McGRIFF | Lloyds of London (Policy expires April 2020) | \$ 43,794.00 | \$ 43,794.00 | \$ - |
| CYBER LIABILITY | 22 | AON | Lloyds London (Policy effective date 03/08/2019 to 04/30/2020) | \$ 6,424.15 | \$ 8,268.47 | \$ (1,844.31) |
| AIRPORT POLLUTION LIABILITY | 23 | RIVERLANDS | Admiral Insurance (Policy effective date 05/01/2018 to 05/01/2021) Premium pre-paid for 3-year term | \$ 12,647.00 | \$ 13,522.50 | \$ (875.50) |
| TOTALS | | | ***NOTE: THIS TOTAL DOES NOT INCLUDE WC DIVIDEND CREDIT OF \$12,455*** | \$672,222.57 | \$662,817.10 | \$9,405.47 |